***ENTREPRENEURSHIP INNOVATION IN STRENGTHENING ECONOMIC SECURITY ON THE TEMAJUK BORDER OF WEST KALIMANTAN INDONESIA***

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**Abstract**

Entrepreneurship is an economic activity carried out by the community on a small to medium scale. Entrepreneurship can involve the community to strengthen the community's economy through income obtained from entrepreneurial products made. However, there is a need for entrepreneurial strategies and innovations to adapt to environmental developments and community needs. This study aims to analyze Entrepreneurial Innovation in Strengthening Economic Security at the Temajuk Border, West Kalimantan, Indonesia, with the latest implementation of community-based entrepreneurship training in the Temajuk border area. This study uses the development method and the type of R&D research with data collection through interviews, observations, and literature studies.

**Keywords**: Innovation, entrepreneurship, economic security, Temajuk.

**Abstrak**

Kewirausahaan merupakan kegiatan ekonomi yang dilakukan masyarakat dalam sekala kecil hingga menegah, kewirausahaan dapat melibatkan masyarakat untuk memperkuat perekonomian masyarakat melalui pendapatan yang di dapat dari produk wirausaha yang di buat. Akan tetapi perlu adanya strategi dan inovasi kewirausahaan agar beradaptasi dengan perkembangan lingkungan dan kebutuhan masyarakat. Penelitian ini bertujuan untuk menganalisis Inovasi Kewirausahaan Dalam Penguatan Economy Security Di Perbatasan Temajuk Kalimantan Barat Indonesia dengan keterbaruan yaitu pada pelaksanaan pelatihan kewirausahaan berbasis masyarakat di kawasan perbatasan Temajuk. Penelitian ini menggunakan metode pengembangan dan jenis penelitian R&D dengan pengambilan data melalui wawancara, observasi, dan studi literatur. Hasil penelitian ini menemukan bahwa inovasi kewirausahaan di perbatasan Temajuk Sambas Kalimantan Barat Indonesia dilakukan dengan tahapan pra-pelatihan, pelaksanaan, dan pasca-pelatihan dapat meningkatkan pengetahuan berwirausaha masyarakat dan dapat memperkuat keamanan ekonomi di masyrakat perbatasan.

**Kata Kunci**: Inovasi, Kewirausahaan, Keamanan ekonomi, Temajuk.

**INTRODUCTION**

Sovereignty for a country is an essential element for the country's independence and is running the wheels of government. A sovereign state means that the state does not recognize a unit higher than its power. In other words, the state has a monopoly on force (Kusumaatmadja, 1996). A sovereign state also creates good security within the state itself because no party can intervene in the state.

After the cold war, security issues changed from high political to common political issues. Barry Buzan suggested that the concept of security experienced a shift from traditional security to non-traditional security issues, especially people-oriented, which developed into multidimensional ones such as economic, social, and environmental, which are related and inseparable from one another (Buzan, 1991). Financial security is a part of human security in this era, and this is because the economy plays a significant role in the movement of the wheels of government in a country and supports people's daily lives.

Economic security is an essential factor because economic security is one of the main elements in national security. When we talk about national security, we cannot separate ourselves from the economic capacity of a country.

There is no question that one part of a country's infrastructure is a strong economy (Ronis, 2010). Economic security at the border between countries has become a critical study because it intersects with the issue of state sovereignty and territorial integrity (Coyle, 2018). Therefore, the study of borders between countries has left a niche for the issue of economic security. Likewise, with the issue of economic security in the form of poverty experienced by the Temajuk border community, Sambas Regency is rich in potential that can solve the problem. One of the potentials of the Temajuk border community of Sambas Regency that will be developed is tourism.

Temajuk is one of the villages directly adjacent to Sarawak Malaysia. Temajuk is located in Paloh District, Sambas Regency, West Kalimantan, Indonesia. The Paloh region itself has eight villages: Matang Danau Village, Tanah Hitam Village, Malek Village, Nibung Village, Sebubus Village, and Temajuk Village (Malik, 2014).

Located on the coastline, this village has its beauty from nature. However, based on a brief survey of the research team, there have been problems with the Temajuk Temajuk border area, namely:

1. Tourism business actors such as homestays, resort cafes, fishers, and creative industries are to improve the community's economy, especially the community around the tourism. The Temajuk Sambas Border Tourism Business Actors lack information to obtain capital.

2. Business actors in the Temajuk Sambas Border are less able to master technology for marketing. Tourism business actors in the Temajuk Sambas Border are less able to master technology. This is due to limited signal and internet access in various areas on the Temajuk Sambas Border. Thus there is no adequate marketing for consumers to meet their needs online.

3. Lack of entrepreneurial experience and lack of courage for tourism business actors to innovate, lack of courage for tourism business actors to innovate is a different reason that attacks the mentality of tourism business actors and makes it difficult for them to develop.

Given the complex indications of problems in the Temajuk Sambas Border, especially in community entrepreneurship, there must be acceleration through development research through entrepreneurial innovation in strengthening economic security at the Temajuk border, West Kalimantan, Indonesia.

 One of the innovative products in developing these problems is an entrepreneurial innovation product. This innovative product is a series of activities implemented in transferring knowledge, technology, and other innovations expected to form community independence in improving their welfare through a sustainable Community Development approach. They can be obtained references on best practices of effective and efficient business incubators.

Entrepreneurship development in Indonesia has become an integral part of community-based development, making residents the main actors in managing entrepreneurship. The involvement of local communities is the key to maintaining existing cultural values and norms. Through this entrepreneurial sector, it has been proven to impact increasing the quality of the local community's economy so that it helps in overcoming the problem of poverty (Setiawan, 2019).

This creates an interconnected symbiosis between the advancement of the entrepreneurial sector and the economy. The establishment of a sovereign economy in Indonesia, especially in border areas, is one of the goals for developing entrepreneurial independence to create economic sovereignty in border communities. The development of economic power through entrepreneurship does not only target the individual local community sector but also organizations and other practice groups. So in entrepreneurship-based economic sovereignty innovation, the community must be able to innovate and follow changes by the times, including in Indonesia's border areas.

Entrepreneurial independence is considered one of the sectors to increase regional income. Optimizing this potential is based on the idea that entrepreneurship or the entrepreneurial sector is a sector that can improve the regional economy and the Indonesian state. We need a way to create entrepreneurial-based economic sovereignty on this border.

Economic security is one of the concepts that developed after the Cold War. This issue has become one of the issues that are pretty crucial for every country today, a shift in the views of the world's countries regarding security which is no longer through the military or traditional but from a human security point of view, placing economic security as one of the crucial factors for security today.

The changing focus of countries in the world from increasing military power to increasing economic power shows the importance of the economic dimension in the concept of human security. The economy becomes a tool to influence other countries and their policies (Andruseac, 2015).

Economic security is not just discussing the problem of poverty. Some threats to economic security include unemployment, access to income-generating resources, and homelessness (Tang, 2015).

Further various studies related to entrepreneurship training are as follows:

The study conducted in previous research aimed to identify the potential of SMEs in the city of Medan who can manage and develop markets and create a business training mentoring model for entrepreneurs (Bismala., Andriany & Siregar, 2019).

Other studies have been conducted to determine the role of business training in building startups in universities. The study results show that business training plays a vital role for universities in encouraging student creativity and innovation in entrepreneurship (Lutfiani., Rahardja & Manik, 2020).

Furthermore, in other research on the Effect of Product Innovation and Creativity on Community Economic Resilience in the Kapok Craft Industry, this study innovation in entrepreneurial kapok products is one of the entrepreneurship that can increase the economic resilience of the people of Jorok Batu Limbak (Yulianni., Izmuddin & Putri, 2020).

The novelty of the author's research from previous studies is that it focuses on entrepreneurial innovation for strengthening economic security in the Indonesian border area. Compared to several studies on entrepreneurship training, there are differences in research studies such as the object of study, analysis method, methodological approach, and research location. The similarity lies in the factor of limited resources, facilities, and infrastructure and the capacity of government policies to support business incubator economic institutions. Input from the initial survey and several studies that have been carried out provide elaboration and enrichment of insight into the research focus.

Based on the background of the previous research that has been stated, this study aims to analyze Entrepreneurial Innovation in Strengthening Economy Security at the Temajuk Border of West Kalimantan, Indonesia, with the latest in the implementation of entrepreneurship training in community-based entrepreneurial innovation.

**RESEARCH METHODS**

Seels and Richey (1994) development research is a systematic study used to develop the design, evaluation, validation, practicality, and effectiveness of the formed product or program. Richey, Nelson & Klein (1996) divide developer research into two types. First, it focuses on product design and evaluation to see the description, development, and application of the product or program. Second, focus on evaluating a program or product development. Borg and Gall (1983) research development is developing and validating a product, which is referred to as the R & D cycle process.

The data in this study were obtained using interviews, observation, and literature studies. The location of this research is Temajuk, one of the villages in Paloh District, Sambas Regency, West Kalimantan Province, Indonesia. Temajuk is an area that borders Sarawak, Malaysia, to the north.

**RESULTS, DISCUSSION, AND ANALYSIS**

**ENTREPRENEURIAL INNOVATION IN STRENGTHENING ECONOMIC SECURITY AT THE TEMAJUK BORDER OF WEST KALIMANTAN, INDONESIA**

**Model Design**

Until the Cold War, The provision of entrepreneurship training is one of the most influential in the economy of Indonesia. Many Indonesian people choose to be entrepreneurs so that it becomes an economic field for them. If the entrepreneur can develop, it will become a job opportunity for other people to be recruited as employees.

Entrepreneurship can be expressed as an individual entrepreneur who organizes and manages a business, and also entrepreneurship is a skill that can be learned (Özmen, 2016). There must be an actual business program at a college or university to develop an entrepreneurial spirit. The provision and inculcation of the entrepreneurial spirit in the community can motivate them to carry out entrepreneurial activities. Entrepreneurship has high-profit margins and competitive advantages.

Entrepreneurship has a vital role in economic growth and development. As individuals, institutions, and countries without innovative thinking, generating new ideas, products and services suffer from global competition. So that the primary source, if you want to be a prosperous business is knowledge about management and innovation. So, you must be able to focus on innovative entrepreneurship, especially in the Small and Medium Enterprises sector, to achieve excellence.

Businesses with efficient innovation, entrepreneurial culture, and entrepreneurial management (Drucker, 2012). Guidance on entrepreneurship in the community, especially those in the regions, really needs to be done to be entrepreneurs and create their economic fields and jobs, of course with knowledge about innovation in entrepreneurship.

Critically involved fostering and a robust civil society are fought as cornerstones of democratization and development, especially in some free or non-free democracies (Hammett & Jackson, 2018). The process of developing entrepreneurship in the Temajuk border area community does not only involve the local community and the government but also involves other parties such as academics, NGOs, and the private sector, which are used to establish cooperation in advancing entrepreneurship as an economic improvement for border communities.

The strategies needed in entrepreneurial innovation to strengthen economic security in border areas include: Based on the design, the Entrepreneurial Innovation Model for Strengthening Economic Security at the Temajuk Border of West Kalimantan Indonesia is formed as follows 1). Providing training and materials on entrepreneurial innovation. 2). Mentoring entrepreneurs in the development of business innovation. 3) Ensuring that innovative products in the border areas are used as national pride, strengthening the marketing of community business products.

**Figure 1.**

**Construction of the Entrepreneurial Innovation Model in Strengthening Economy Security at the Temajuk Border of West Kalimantan, Indonesia**



Ensuring that innovative products in national border areas are used as national pride, strengthening the marketing of community business products.

Providing training and materials on entrepreneurial innovation

Entrepreneurial Innovation

Border Theme





Economy Security Ranking

Mentoring entrepreneurs in the development of business innovation

Source: Researchers,2021

**IMPLEMENTATION OF THE ENTREPRENEURIAL INNOVATION MODEL IN STRENGTHENING ECONOMY SECURITY IN THE TEMAJUK BORDER OF WEST KALIMANTAN, INDONESIA ENTREPRENEURSHIP PRE-TRAINING STAGE**

This pre-entrepreneurship training stage is related to the formulation of innovations by community conditions and entrepreneurial potential. Innovation is about creating the future and ensuring sustainable growth.

Therefore, innovation must be applied in entrepreneurship to keep up with changes in the world market and achieve business excellence (Bozkurt, 2016). In addition, to become a successful and value-oriented entrepreneur, Entrepreneurs must be confident, take risks, be brave and willing, and competitors about innovation. They must have the ability to see opportunities (Carr, 2010).

In the entrepreneurship process, support from various parties in providing education and empowerment is essential so that these entrepreneurs can increase their knowledge in doing business. For example, what we did, the lecturers provided grants and training to the community in entrepreneurship. The purpose of this empowerment is to provide training and more profound knowledge to people who will become entrepreneurs.

**Figure.2**

**Level of Community Knowledge Related to**

 **Entrepreneurship in Pre-Training**

Source: Researchers,2021

During the pre-training, the level of understanding of the Temajuk community was relatively low regarding entrepreneurship; therefore, the lecturer facilitators and other related parties (private, NGO) presented material on entrepreneurship starting with the first, Initial Steps to Build a Business Efforts to grow a business start from the awareness and belief that entrepreneurship provides opportunities for success. Second, Steps to Run a Business, After planning, the next step is to start a business. At this step, the company starts running based on a predetermined design from the production process to the marketing process. Third, the Early Development Step begins when the business starts running for some time. Companies that are beginning to develop begin to face several obstacles, for example, limited sources of funds and technology. Fourth, the next step of business development, a business that continues to experience growth, proves that the company has successfully run its business.

***STAGES OF TRAINING IMPLEMENTATION ENTREPRENEURSHIP***

In community development, it is hoped that they will understand business processes in predetermined business fields. Furthermore, there will be training on capital carried out by entrepreneurship training participants. In addition, in developing a business, planning, preparation, and development of models are needed to support facilities' implementation of entrepreneurship training. Hatching business through the provision of facilities and infrastructure can not be done well. The structure and infrastructure are lacking adequate. The administration has not been done in an orderly and neat manner, access to the business network and information and capital networks or financing.

To successfully manage entrepreneurship, each element is involved in entrepreneurial activities and must coordinate and manage (Müftüoğlu, 2000). Successful entrepreneurship requires more than opportunity and capital. It is a consistent process that contains planning, planning, expansion of thinking, attraction, and risk-loving (Mazzarol, 2011). Cohesive approaches Thus, entrepreneurship is dangerous because it does not know what they are doing or how they are doing it, nor do they have a methodological, systematic management process.

Their classification of sustainability-oriented entrepreneurship is based on the core motivations, goals, and roles of economic and non-market goals (Schaltegger & Wagner, 2011). Sustainability-oriented entrepreneurship provides a framework for placing sustainable entrepreneurship on sustainability innovation.

Individuals or institutions undertaking entrepreneurial activities must decide how to follow a strategy considering the advantages and disadvantages, market conditions, and the sector it wishes to operate. How entrepreneurs achieve, success is like the example image below. A business fed with innovative and creative thinking and essential management functions can declare an entrepreneurial organization. In these organizations, entrepreneurial considerations, innovative approaches, and management skills are critical.

No matter how successful it is in processes and management if businesses do not use innovation, they cannot survive in the future (Drucker, 2012). In creating new products or methods, business processes and others are one of the primary sources of innovation activities. Thus, the business gets success and value as long as the company determines the basis and sub-strategy in innovation and entrepreneurship.

So, to provide opportunities for integration of innovation and entrepreneurship with strategy, companies need to undertake procedures that focus on keys such as top management support, flexible organizational structure, and a culture that contributes to innovation and entrepreneurship (Hisrich & Kearney, 2014).

***Post-Training Stage Entrepreneurship***

Achieving success in the field of entrepreneurship is not only the task of the government. Through entrepreneurship training, it will also require the support of several parties, namely Higher Education Institutions, the business world, and the community. If these parties can coordinate well in agro-ecotourism entrepreneurship training, they can grow and develop.

Based on the training that has been given, it is known that the participants feel that the training materials provided are by the needs so that they can support the work being done. The results of the post-training satisfaction questionnaire can be seen in the following diagram with information from S.S. (strongly agree), S (agree), N (neutral), T.S. (disagree), and STS (strongly disagree) that the material is very appropriate.

**Figure 3.**

 **Level of Satisfaction with Training Materials**

Source: Researcher,2021

This operational procedure includes entrepreneurship training as a form of interaction of entrepreneurship training participants facilities and learning resources for giving birth to entrepreneurship knowledge, skills, and competencies. After theoretical training, After completing the skills, they are allowed to practice entrepreneurship to improve their competence, skills, success, cooperation, and create business opportunities the results from the training.

After this training, the knowledge of the participating communities increased, as shown in the following diagram.

**Figure 4.**

**Level of Community Knowledge Related to Entrepreneurship in Pre-Training and Post-Training**

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Source: Researcher,2021

The diagram above shows that of the 28 people who attended the training before and after experiencing changes, almost all those who participated understood the knowledge provided. In the pre-training, only part of the community understood the business incubator that had been applied and the theories provided. So that it has a good impact on the community, they are interested in disseminating their knowledge to others and have higher motivation, responsibility, creativity, innovation, and self-confidence. This can be seen in the following image.

**Figure 4.**

**Job Completion Rate After Getting Training**

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Source: (Researcher,2021)

After attending the training, the participants completed the work more efficiently and quickly. In addition, it can foster an entrepreneurial spirit and public awareness about cleanliness and protecting the environment in improving the quality of production. These people are finally motivated to start a business through entrepreneurship because it can be a source of income and new jobs for those who will later recruit employees. The role of the community can facilitate economic growth. So that political development can be directed to enable economic development to run.

**CONCLUSIONS**

Entrepreneurial Innovation in Strengthening Economy Security at the Temajuk Border, West Kalimantan, Indonesia, is the right step in improving the security economy in the border area. With innovation in entrepreneurship in the Temajuk area, it is hoped that the community can increase its entrepreneurial potential and create independent community entrepreneurs. According to the findings of this study, entrepreneurial innovation in strengthening economic security has never been carried out at the Temajuk Sambas border, West Kalimantan, Indonesia. Therefore, entrepreneurship training with pre-training, implementation, and post-training stages can create entrepreneurial innovation in border communities.

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